Eskom	Strategy	Kusile Power Station

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Compiled by	Supported by	Authorised by
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TABLES

1. INTRODUCTION

This document presents the tender technical evaluation strategy for the for Heating, Ventilation, Air Conditioning and Refrigeration Maintenance for the period of five (5) years. The scope of work covers the maintenance of HVAC Air Handling Units, switchgears and necessary control systems. Eskom Kusile Power Station seeks to appoint a suitably qualified contractor who meets the requirements of the technical evaluation strategy and scope of work.

2. SUPPORTING CLAUSES

2.1 SCOPE

This strategy defines the technical tender evaluation strategy for the Heating, Ventilation, Air Conditioning and Refrigeration Maintenance. The scope of the project is as described in the Kusile Power Station Heating, Ventilation, Air Conditioning and Refrigeration Maintenance scope of work

2.1.1 Purpose

The purpose of this tender technical evaluation strategy is to define the Mandatory Evaluation Criteria, Qualitative Evaluation Criteria and Technical Evaluation Team (TET) member responsibilities for tender technical evaluation. The technical evaluation strategy serves as basis for the tender technical evaluation process.

2.1.2 Applicability

This document is applicable to Kusile Power Station HVAC systems.

2.2 NORMATIVE/INFORMATIVE REFERENCES

Parties using this document shall apply the most recent edition of the documents listed in the following paragraphs.

2.2.1 Normative

[1] 240-48929482: Tender Technical Evaluation Procedure

[2] 32-1034: Eskom Procurement Policy

[3] 240-105654456: Kusile Power Station Heating Ventilation Air-Conditioning and Refrigeration Maintenance Scope of Work

2.2.2 Informative

[4] ISO 9001: Quality Management Systems.

2.3 DEFINITIONS

N/A

2.3.1 Classification

Controlled Disclosure: Controlled Disclosure to external parties (either enforced by law, or discretionary).

2.4 ABBREVIATIONS

Abbreviation	Description
CBMS	Central Building Management System
CV	Curriculum Vitae
DX	Direct Expansion
HVAC	Heating, Ventilation, and Air Conditioning
ISO	International Organisation for Standardisation
ITP	Inspection Test Plans
OEM	Original Equipment Manufacturers (OEMs
O&M	Operations and Maintenance
SAQA	South Africa Qualification Authority
TET	Technical Evaluation Team
QCP	Quality Control Plans

2.5 ROLES AND RESPONSIBILITIES

Compiler	The document compiler is responsible for ensuring that this document is up-to-date and that this document is not a duplication of an existing documentation, regarding the document's objectives and content.
Functional Responsibility (CoE Manager)	The Functional Responsible Person shall determine if the document is fit for purpose before the document is submitted for authorisation.
Authoriser (Senior Manager)	The document authoriser is a duly delegated person with the responsibility to review the document for alignment to business strategy, policy, objectives, and requirements. He/she shall authorise the release and application of the document.
Lead Discipline Engineers	Provide input to the technical tender evaluation strategy and associated engineering activities.
Configuration Management Lead	Is accountable for ensuring that the engineering documentation, engineering systems and databases are correctly configured. As part of this role, the Configuration Practitioner is responsible for the development of the configuration management plan; configuration and management of the PBS and the management of plant item Tags.

2.6 PROCESS FOR MONITORING

The primary process for monitoring will be governed by Design Review Procedure (240-53113685), this entails assuring that the design achieves the requirements set out in this document. Any changes to this document will be performed as per Project Engineering Change Management Procedure (240-53114026).

2.7 RELATED/SUPPORTING DOCUMENTS

Please refer to Section 2.2.

3. TENDER TECHNICAL EVALUATION STRATEGY

3.1 TECHNICAL EVALUATION THRESHOLD

Mandatory Technical Evaluation Criteria (gatekeepers) are 'must meet' criteria. These criteria shall not be weighted, or point scored but shall be assessed on a Yes/No basis as to whether the criteria are met. An assessment of 'No' against any criterion shall technically disqualify the tenderer and shall not be further evaluated against Qualitative Criteria.

Qualitative Technical Evaluation Criteria are weighted evaluation criteria used to identify the highest technically ranked tenderer after determining that all the Mandatory Evaluation Criteria have been met. The Qualitative Evaluation Criteria are weighted to reflect the relevant importance of each criterion.

The minimum weighted final score (threshold) required for a tender to be considered from a technical perspective is 70%. The following scoring method will be used:

Table 1: Technical Scoring Methodology

SCORE	PERCENTAGE (%)	DESCRIPTION
5	100	**COMPLIANT** • Meet the technical requirement(s) AND, • No foreseen technical risk(s) in meeting technical requirements
4	80	**COMPLIANT WITH ASSOCIATED QUALIFICATIONS** • Meet the technical requirement(s) with, • Acceptable technical risks AND/OR; • Acceptable exceptions AND/OR; • Acceptable conditions
2	40	**NON-COMPLIANT** • Does not meet the technical requirement(s) AND/OR Unacceptable technical risk(s) AND/OR; • Unacceptable exceptions AND/OR; • Unacceptable conditions
0	0	**TOTALLY DEFICIENT/NON-RESPONSIVE**

3.2 TET MEMBERS

From each Engineering Discipline a professional registered Engineer/Technologist and one other member is to be part of the evaluation team.

Table 2: TET Members

TET number	TET Member Name	Designation
TET 1	Kunaal Dharamraj	HVAC Engineer
TET 2	Siviwe Jonase	Senior Supervisor Maintenance
TET 3	Nhlanhla Rikhotso	Senior Engineer Auxiliary Engineering

3.3 QUALITATIVE TECHNICAL EVALUATION CRITERIA

The weight for the technical review will be 100% with a minimum threshold of 70% and will be based on the following:

Table 3: Qualitative Technical Evaluation Criteria

	Qualitative Technical Criteria Description		Reference to Technical Specification / Tender Returnable	Scoring Criteria	Criteria Weighting (%)	Criteria Sub Weighting (%)
	Company Experience				**100**	
	1	Maintenance Contracts executed on Heating Ventilation and Air Conditioning plant systems (provide references)	The tender must provide atleast 2 contracts and testimonial certificates or completion certificates which shall consist of the following information and be populated as per table in Appendix a) Name of company where project was executed b) Project Description c) Construction period d) Verifiable reference (Contact person, Tel/Cel/e-Mail/Address	5 = 100% 4+ contracts with testimonial 4 = 80% 3+ contracts with testimonial 2 = 40% 2+ contracts with testimonial 0 = 0% Less than 2 contracts with testimonial	**40**	
	2	Proof of service agreements or historical records with relevent OEMs. Proof must be given in the form of a letter between service provider and OEM or previous fulfilled orders.	Agreement letters or proof of history between contractor and relevant OEMs with proven installation and maintenance history	5 = 100% All 3 agreements 0 = 0% Less than 3 agreements	**30**	

		- Trane - Satchtecth - Distech				
	3	Technical staff should be competent on the following, with **2 years minimum** working experience:			**30**	
	3.1	Supervisor: Qualified HVAC + R technician (min N.Diploma) Recognised by SAQA	Copy of CV – tenderer demonstrates relevant required experience Certified copy of ID Certified copy of certificates	5 = 100% - Work experience is 5 years or more. - There are no foreseen technical risks in meeting the technical requirements 4 = 80%: - Work experience is 3 years or more. - There is acceptable technical risk(s) in meeting project requirements AND/OR; acceptable exceptions 2 = 40%:	15	

				- Work experience is less than 3 years related work experience. - There is unacceptable technical risk(s) in meeting the project requirements AND/OR; unacceptable exceptions 0 = 0%: Totally deficient OR Non-responsive (missing requested documents)		
	3.2	Artisan: HVAC + R Artisan Minimum N4 and trade test qualification recognised by SAQA,	Copy of CV – tenderer demonstrates relevant required experience of safe handling refrigerants and electrical competence Certified copy of ID Certified copy of certificates	5 = 100% - Work experience is 5 years or more. - There are no foreseen technical risks in meeting the technical requirements 4 = 80%: - Work experience is 3 years or more. - There is acceptable technical risk(s) in meeting project requirements AND/OR;	7.5	

				acceptable exceptions 2 = 40%: - Work experience is less than 3 years related work experience. - There is unacceptable technical risk(s) in meeting the project requirements AND/OR; unacceptable exceptions 0 = 0%: Totally deficient OR Non-responsive (missing requested documents)		
	3.3	Semi skilled: Matriculant or N3 (5 points)	Copy of CV Certified copy of ID Certified copy of certificates	5 = 100% - Work experience is 5 years or more. - There are no foreseen technical risks in meeting the technical requirements 4 = 80%: - Work experience is 3 years or more.	7.5	

				- There is acceptable technical risk(s) in meeting project requirements AND/OR; acceptable exceptions 2 = 40%: - Work experience is less than 3 years related work experience. - There is unacceptable technical risk(s) in meeting the project requirements AND/OR; unacceptable exceptions 0 = 0%: Totally deficient OR Non-responsive (missing requested documents)		
					TOTAL: 100	

3.4 TET MEMBER RESPONSIBILITIES

Table 4: TET Member Responsibilities

Qualitative Criteria Number	TET 1	TET 2	TET 3
1	X	X	X
2	X	X	X
3.1	X	X	X
3.2	X	X	X
3.3	X	X	X

X – Required Attendance

O – Optional

3.5 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS

3.5.1 Risks

Table 5: Acceptable Technical Risks

Risk	Description
1.	Alternative solutions with the same or better performance

Table 6: Unacceptable Technical Risks

Risk	Description
1.	Exclusions of scope specified in the employers requirements
2.	ID that is not certified
3.	No SAQCC gas certification
4.	Expired certificates
5.	No HVAC experience with Site Manager and Quality Control Inspector

3.5.2 Exceptions / Conditions

Table 7: Acceptable Technical Exceptions / Conditions

Risk	Description
1.	Accept deviation with technical qualification

Table 8: Unacceptable Technical Exceptions / Conditions

Risk	Description
1.	Deviation without technical qualification not accepted

4. AUTHORISATION

This document has been seen and accepted by:

Name & Surname	Designation
Siviwe Jonase	Senior Supervisor Maintenance and Commissioning
Kunaal Dharamraj	HVAC Engineer
Nhlanhla Rikhotso	Senior Mechanical Engineer
Busi Nkomo	Auxiliary Engineering Manager
Fulufhelo Netshiongolwe	Acting Engineering Manager

5. REVISIONS

Date	Rev.	Compiler	Remarks
December 2025	1	K. Dharamraj	New technical evaluation strategy

6. DEVELOPMENT TEAM

All Technical Evaluation Team Members, as listed in Table 1, were involved with the development of this document.

7. ACKNOWLEDGEMENTS

N/A.

8. APPENDICES

In addition to the Tender Technical Evaluation Strategy and other related documents applicable to the Contract, the following appendices are issued by the employer, for the tenderer complete to with the relevant information.

Qualitative Criteria Point 1: The tenderer to provide testimonial certificates or completion certificates of at least five (5) Multidisciplinary Projects similar to the scope of work

Table 9: Background and Experience of Similar Completed

Client/Customer Details	Track Record Description				Comment
Name of company where project was executed (Customer/Client name)	Project Description	Construction Period	Contract Value (in Rands)	Verifiable Reference (Contact person) (Tel/Cel/Mail/Address)	Any additional Comments